

Message Text

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ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 W

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R 161500Z DEC 75

FM AMEMBASSY VIENNA

TO SECSTATE WASHDC 7387

UNCLAS VIENNA 10467

E.O. 11652: N/A

TAGS: BEXP, GW, AU

SUBJECT: CCP '76

REF: A) VIENNA 8650; B) STATE 265025; C) STATE A-5348 OF 6/27/74

D) VIENNA A-470 OF 10/11/74

1. THIS MESSAGE ADDRESSES QUESTIONS RAISED IN REF (B).

2. WE RECOMMEND ELIMINATION OF BSP'S BECAUSE THE UNCERTAIN FUTURE OF EWTC (IT WAS ORIGINALLY SCHEDULED TO MOVE DURING OCTOBER) MADE IT IMPOSSIBLE TO DO THE ADVANCE PLANNING AND SOLICITATION REQUIRED FOR A BSP. THERE IS NOW NO POSSIBILITY OF STAGING ONE AT PRESENT FACILITY

WE HOPE WE CAN IMPLEMENT AT LEAST ONE BSP-LIKE EVENT APPROPRIATE FOR AMERIKA HAUS DURING FY 76 BUT PLANNING THEREFOR MUST AWAIT COMPLETION OF UPCOMING EWTC MOVE.

3. TO FILL BSP AND TECHNICAL SALES SEMINAR VOID EMBASSY HAS SUBSTITUTED TWO ADDITIONAL "SPRECHTAGE" EVENTS, HELPED MAN EWTC BOOTH AT "IE 75" AT VIENNA FAIRGROUNDS FOR PROMOTION OF AUSTRIA-ORIENTED TRADE, AND WILL SOON BE REQUESTING COMMERCE ASSISTANCE IN STAGING A FULL-FLEDGED CATALOG SHOW AT ZENTRALSPARKASSE (VIENNA'S LARGEST BANK) IN MAY 76. BANK'S BOARD OF DIRECTORS HAS APPROVED HOLDING THE SHOW AND EMBASSY AND BANK NOW STUDYING MOST APPROPRIATE THEME. ALSO, WE HOPE STAGE SECOND CATALOG SHOW IN SEPTEMBER 76. FURTHERMORE, COMMERCIAL SPECIALISTS DURING PAST SEVERAL MONTHS HAVE DEVOTED MORE-THAN-USUAL AMOUNT OF TIME TO REPORTING REQUIREMENTS, PARTICULARLY IN ENERGY AND MTN MATTERS.

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4. THE COMMERCIAL/CULTURAL LIBRARY AT SALZBURT WILL BE

MANNED BY OUR COMMERCIAL SPECIALIST THERE. HE IS FAMILIAR WITH COMMERCE SERVICES, USE OF COMMERCIAL DIRECTORIES AND HANDLING OF BUSINESS VISITORS. HE HAS PARTICIPATED WITH COMATT IN SPRECHTAGE IN SALZBURG, INNSBRUCK AND FELDKIRCH AND HAS PREPARED NUMEROUS TO'S. EMBASSY COMMERCIAL SPECIALISTS ARE IN FREQUENT CONTACT WITH HIM (THROUGH MEETINGS, PHONE CALLS AND MEMOS) ON VARIOUS ASPECTS OF COMMERCIAL PROGRAMS. HE DOES NOT HESITATE TO REQUEST EMBASSY ADVICE OR PUT SELECTED VISITORS IN DIRECT TOUCH WITH EMBASSY WHEN APPROPRIATE. SUPPLYING SALZBURG COMMERCIAL LIBRARY WITH ADEQUATE DIRECTORY MATERIAL IS NO PROBLEM. MOST OF THIS MATERIAL WILL BE YEAR-OLD PUBLICATIONS FROM EMBASSY'S COMMERCIAL LIBRARY AND WILL INVOLVE NO PROCUREMENT COSTS. FURTHERMORE, SALZBURG LIBRARY HAS BEEN EQUIPPED AS A GROUP 3 LIBRARY AND HAS ALREADY RECEIVED MOST OF THE PUBLICATIONS SPECIFIED IN REF C). WE HAVE REQUESTED THAT SALZBURG BE INCLUDED ON LIST OF GROUP 3 LIBRARIES (REF D) BUT WE HAVE NOT HAD A RESPONSE TO THIS MESSAGE. REQUEST THIS BE LOOKED INTO.BUCHANAN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 16 DEC 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975VIENNA10467
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750437-0138
From: VIENNA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19751237/aaaabgya.tel
Line Count: 80
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 VIENNA 8650, 75 STATE 265025, 75 STATE A-5348
Review Action: RELEASED, APPROVED
Review Authority: KelleyW0
Review Comment: n/a
Review Content Flags:
Review Date: 11 JUN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <11 JUN 2003 by ReddocGW>; APPROVED <21 JAN 2004 by KelleyW0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: CCP '76
TAGS: BEXP, GE, AU
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006